



Commercial Manager (Direct From Site Manager)

This is an exciting opportunity to **develop a rapidly growing business** into a **multi-million pound** operation as part of Riley Surface World. Based on a unique, well-established model Rileys are to resource our 'Direct From Site' brand **for continued growth** and are seeking the right person to **lead and develop** the team.

'Direct From Site' sells used plant and machinery from factories to manufacturers, in the UK and worldwide, using auction and declared pricing methods. Based around Riley's traditional portfolio of surface finishing and electroplating plant Direct From Site has a track record for achieving liquidity for clients in industrial plant.

The Role

Reporting to the Managing Director, and working closely with the leadership team the 'Direct From Site' Manager will:

Business Development

- Analyse the Direct From Site business model and identify the USP (Unique Selling Proposition)
- Understand the current position of the business, identifying its strengths alongside its weaknesses and opportunities for future growth. It is assumed the candidate will use their extensive knowledge and experience within this business sector to define and quantify this.
- Produce this refined and structured analysis to ensure current performance, whilst outlining and committing to a Business Strategy to take the business forward over one business cycle, with yearly reviews and targets to adhere to those commitments.
- Review the current organisation within Direct from Site; analysing current physical and budgetary resource, whilst ensuring that the Business moving forward is correctly resourced to ensure adherence to the strategic plan
- Develop, monitor and achieve KPI's and budgets in relation to "Direct from Site"
- Be an integral part of the site Leadership team in developing, implementing and delivering the company business plan

Direct From Site Management

- Manage 'Direct from Site' projects from lead through to completion of sales using relevant project management tools / skills
- Recruit and convert 'Direct from Site' projects
- Manage 'Direct from Site' sales enquiries through the life cycle of the opportunity
- Resource 'Direct from Site' team and projects including budgets and staff
- Co-ordinate sub-contractors and site visitors to relevant 'Direct from Site' locations
- Manage and develop staff through training, communication and appraisals



All staff at Rileys have a responsibility to;

- Consistently deliver high quality services to our clients, through effective communication of solutions to client's needs.
- Behave with integrity and respect for all stakeholders, including all colleagues, customers, suppliers and the environment.
- Provide a safe, healthy and environmentally sound working environment by ensuring compliance to company policy and legislation.
- Consistently promote a high standard through personal example and create an environment of trust, open communication, creative thinking and team effort.
- Liaise and communicate with other departments and ensure effective interface is maintained.
- Maintain Quality Management standards, applying agreed policies and processes.
- Monitor and achieve departmental KPI's and budgets and where required implement corrective actions.
- Support the Site Leadership team in developing and implementing the company business plan.
- Operate in a manner which satisfies the requirement for confidentiality in the performance of duties, including all data that is handled and stored.
- Identify opportunities to improve the performance of the business.

Essential Skills & Experience

- Commercial & business development
- Project management
- Manufacturing knowledge and experience; directly or in support industries

Preferred Skills & Experience

- Machinery & plant auction experience
- Surface finishing or electroplating knowledge & experience
- Machine tool knowledge & experience
- Design and implementation of Quality Management Systems (ISO9001) policies and procedures
- ISO9001 auditing

Benefits

A yearly Salary will be paid to the candidate with performance bonuses paid based around the realisation of the strategic plan.

Benefits by negotiation for the right candidate.

No Agencies